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ABSTRACT

Two bibliographies on neurolinguistic programming are updates of an earlier literature review by the same compiler. The two lists contain citations of over 160 books, research reports, dissertations, journal articles, audio and video recordings, and research projects in progress on aspects of neurolinguistic programming. Appended notes suggest additional sources for related literature and a sample letter to a Neuro-Linguistic Programming (NLP) researcher gives recommendations for evaluating research design in the field. (MSE)

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Bibliography of Literature on Neuro-Linguistic Programming

by

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In January of 1984, I published "Neurolinguistic Programming: A Resource Guide and Review of the Research" in The 1984 Annual: Developing Human Resources (L.D. Goodstein and J. W. Pfeiffer (eds), University Associates: San Diego CA, pp. 267-281). I still believe this is a good literature review, but the literature on NLP expanded so quickly that it became dated very quickly. Therefor, in an attempt to maintain a more current list, I compiled two updates. The other update is a companion to this from the days when I used a different personal computer. A combination of my article and these updates provide a relatively current bibliography. If you have any additions or corrections, they would be appreciated. Please send them to: Don McCormick Ph.D, 1535 Veteran Avenue, L.A., CA 90024 or call me at (213) 477-5034. (P.S. If you are publishing research, publishing an article, or your NLP dissertation will some day show up in Dissertation Abstracts International, please put the words "Neuro-Linguistic Programming" in the title. It makes it easier to find NLP research when other scholars (and I) search the literature.) The lists on these pages were last updated **April 23, 1987**.

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Audio Tapes

NLP Introductory Seminar $30
NLP in Education (Radio Interview) $5.50
2nd Annual Creativity Workshop $100
3rd Annual Creativity Workshop $100
Dynamic Learning Seminars, PO Box 350, Brookdale, CA. 95007

Lewis, Byron. More magic demystified. Metamorphous Press, Lake Oswego OR 97034.

Video

Lasting Feelings (with Leslie Cameron-Bandler) $350
Making Futures Real (with Leslie Cameron-Bandler) $550
Wink Inc., 86 Culloden Park Rd., San Rafael, CA 94901.

Research in Progress

These people are engaged in research on NLP or are planning to engage in research.

	TOPIC	SOURCE
Susan & Donald Davis 220 S. Washington St. Alexandria, VA 22314	Weight Reduction	Journal of Marital & Family Therapy
Todd Epstein Dynamic Learning Center PO Box 350, Brookdale CA 95007 (408) 388-2692	Submodalities, Weight Control, & Substance Abuse	Advertisement
Van T. Langeland Southeast NLP Center 4915 Water Edge Dr. Suite 100 Raleigh NC 27606 (919) 851-8688	NLP & learning strategies	the VAK
Amber E. Goldstein, Dept. of Psychiatry Communications and Learning Center Univ. of Miami, (305) 445-0930 or 326-2523	NLP Treatment of Sexual Abuse	the VAK
Jeff Salkin	NLP, Rapport & relation-	personal

2330 Roxboro Rd. Cleveland Hts, OH 44106	ship building in counseling	contact
Cynthia Taylor E. 106th Quad Iowa State Univ, Ames, Iowa 50011 (515)294-7020	NLP and test anxiety	Personal Contact

MISCELLANEOUS

The VAK, International NLP Newsletter, 1433 Webster St., Palo Alto, CA 94301. (this is a new address)

National Association of NLP, 496 L Guardia Pl., Suite 137, NYC 10012. President Rene Wilett (315)472-9042

APPENDIX A: A Letter to an NLP Researcher

Dear Researcher;

On the pages marked "Bibliography of research on NLP" you will find mostly dissertation research. The abstracts of these dissertations are printed in Dissertation Abstracts International (except for Andreas') and copies of the dissertations themselves are available from University Microfilms in Ann Arbor.

The "Bibliography of research on NLP" list was compiled at the end of 1983. These studies are reviewed in my article "Neurolinguistic Programming: A Resource Guide and Review of the Research". This article also contains a list of every article, tape, NLP center or book on NLP that I could find. The article appears in The 1984 Annual: Developing Human Resources, edited by Pfeiffer and Goodstein, University Associates, 8517 Production Ave., San Diego, CA 92126. This book is available at most college libraries. In my university, it is in the Management and Social Work libraries.

Most of the research on NLP is cited in the enclosed lists. If you wish to do a more extensive or up to the minute search, I recommend that you check the Dissertation Abstracts International, which is available at most college libraries. The book is organized according to key words in the dissertation title. Key words to check are "Neurolinguistic", "Linguistic, "Representation", "Representational", "Predicate", "Submodalities", "Swish", "Sensory", "Rapport", "Pacing", "Empathy", "Empathic", "Trust", "Trustworthiness", "Meta-Model", "Grinder", "Bandler", "Precision", and "Anchor". Check both the Psychology and Education sections at a minimum. If you are writing your dissertation on NLP, please include the word "Neuro-Linguistic" in your title so that other researchers interested in NLP can find your work. Schmedlen, Liggett, Macroy, Moine, Rebstock, Brengle, Beale, and Palubeckas'dissertations are all examples of studies that could escape a diligent scholar's notice because they do not have key words in the title that are easy for the NLP researcher to find.

You may also wish to check the Social Science Citation index and see who cites Bandler, Grinder, Cameron-Bandler, Dilts, LaBorde

or Gordon. If you really want to make a thorough search you may see who has cited secondary NLP authors such as Byron Lewis, R. Frank Pucelik, J. Richardson, etc..

I think it is useful to have a central person keeping track of NLP research who can act as a resource for other modelers, researchers and writers. So if you discover a book, article, a study or book review that is not included in this list (and I am sure there are a great deal I have missed), please send me a copy of it or a complete reference so that I can help others. I would also appreciate a note about work in progress you are conducting or know of.

A warning about research on NLP. There are a couple of mistakes that often show up in NLP research.

1. Many researchers don't test NLP models. Because of their unfamiliarity with the NLP models, they wind up testing something that resembles NLP but is not quite on the mark. For example, some researchers had subjects observe a therapist who matches predicates with a client and a therapist who mismatches predicates. Although NLP models would predict that the client would perceive the matching therapist as having established better rapport, I can find nothing in the literature that says that someone observing this would necessarily rate the matching therapist as better.
2. Many researchers test ancient concepts that are of little relevence to NLP practitioners. NLP technology evolves at a mind bogglingly rapid rate and some of what was written in the 70's is obsolete. It serves little purpose to spend many hours testing models that practitioners no longer use.

The best way to avoid these two mistakes is by talking about your research design with someone who is up on current NLP technology (preferably a trainer) and also is familiar with research design. Connierae Andreas [(303)442-1102] would be an excellent choice. She has graciously offerred to make herself available to talk with researchers about design. If you wish to talk with me about your work, I would also enjoy talking with you.

I should also mention that I would appreciate it a great deal if you cited my article in your publications.

NLP is damn hard to research well, but don't give up. Good luck, and keep "in touch".

Warmly,

Don McCormick

Don McCormick Ph.D.